

1Q 2016 | INDUSTRY MIDDLE MARKET INDICATOR

FINANCIAL SERVICES' GROWTH



Revenue Growth vs. National

8.8%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

6.3%

Past 12 Months National

6.5%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

4.6%

Next 12 Months National

Employment Growth

5.0%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE PAST 12 MONTHS

3.6%

Past 12 Months National

2.8%

FINANCIAL SERVICES' MIDDLE MARKET GROWTH OVER THE NEXT 12 MONTHS

2.7%

Next 12 Months National

Top 3 Internal Challenges (Next 3 Mo.):

67%

Business Growth

39%

Staff/ Employees

31%

Finances

Top 3 Internal Challenges (Next 12 Mo.):

39%

Business Growth

30%

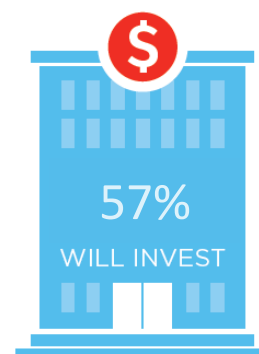
Staff/Employees

14%

Finances

Preparing for growth through capital investment

Middle market companies in Financial Services are sending a strong message that they are poised to invest.



IN COLLABORATION WITH

MEET FINANCIAL SERVICES' MIGHTY MIDDLE MARKET

Financial Services' Middle Market Defined

ANNUAL REVENUE

\$10MM—\$1B



GENERATING

\$455B

IN ANNUAL REVENUE



MORE THAN

8,100

BUSINESSES



REPRESENTS

1.1%

OF ALL FINANCIAL SERVICES
COMPANIES



GENERATES

14.7%

OF ALL FINANCIAL SERVICES
BUSINESS REVENUE



EMPLOYS

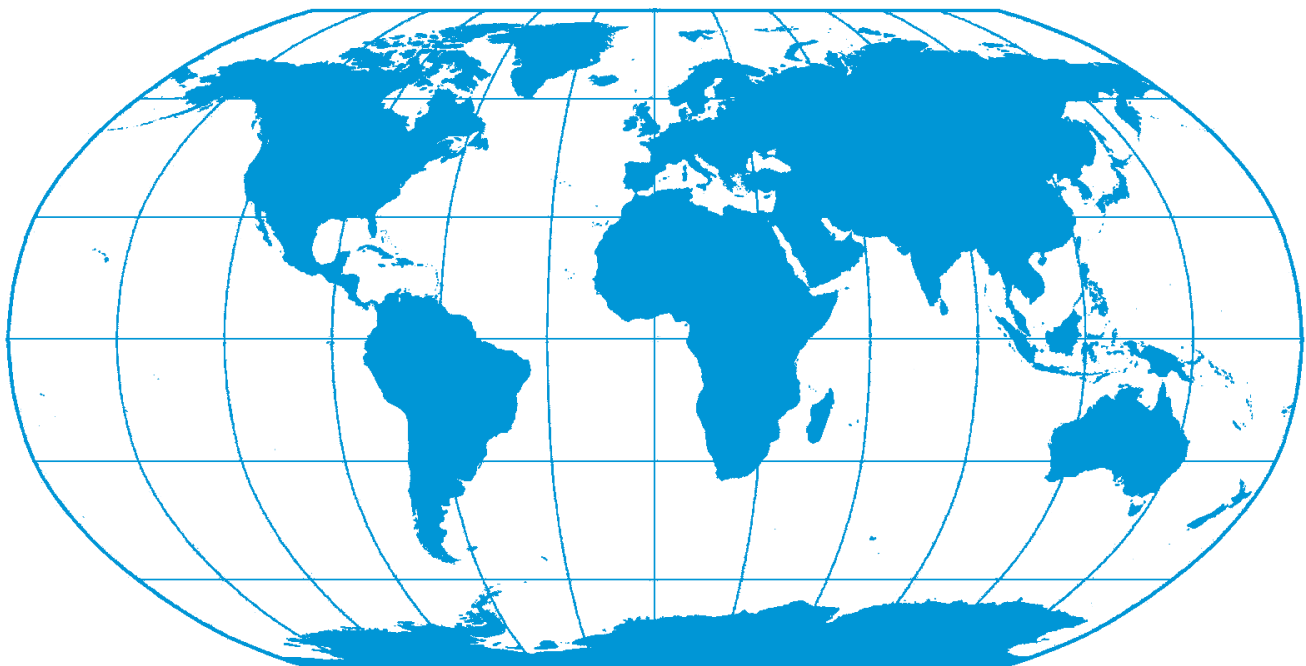
28.2%

OF THE FINANCIAL SERVICES
WORKFORCE



Source: D&B 2014 Data

Percentage of Revenues around the World



93.3% United States 1.5% Canada/Mexico 2.1% Europe 2.2% Asia
0.2% Latin America 0.7% Middle East 0.0% Africa 0.0% Other